

**THE NEED FOR HARDWORKING IN ORDER TO BE SUCCESSFUL
IN GABRIELE MUCCINO'S *THE PURSUIT OF HAPPYNESS*:
AN INDIVIDUAL PSYCHOLOGICAL PERSPECTIVE**



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APPROVAL

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ABSTRACT

The problem of this study is to reveal how hardworking of the major character in order to be successful in Gabriele Muccino's the Pursuit of Happyness movie which is viewed from individual psychological perspective. The objective of the study is to analyze the movie based on the individual psychological perspective. This study belongs to the qualitative study. The object of the study is the hardworking of Chris Gardner as the major character in the Pursuit of Happyness movie. The data source comes from primary data source that is the Pursuit of Happyness movie and the secondary data sources are other sources related to the research. The method of data analysis used in this study is descriptive analysis. The study comes to the conclusion that the Pursuit of Happyness director, Gabriele Muccino, illustrates individual psychological phenomenon in which the major character always works hard to achieve his goal of life.

Key words: hardworking, the Pursuit of Happyness, Individual Psychological Perspective

Introduction

Work is “what somebody does as a job in order to earn money” (Oxford Dictionary). With work, people will get money and be able to survive in their life. The harder people work, the nearer of goal that they want to reach. It can be said that hardworking is a condition which people work hard and conscientiously at their jobs, tasks, activities, or studies. In every part of life, when people struggle and strive to be better as hard as they can, it can be called hard working. People usually relate hardworking with a goal called successful. It cannot be denied that everyone in the world wants to be a successful person and be better from previous time. There are some aspects included hardworking, commitment and determination to get successful. Feeling weak inside has to be solved in order to be strong. Then they can through the process road from inferiority to superiority in order to reach their goal. So, people will work harder and heal their weak side then strive to be better.

The film that shows about a hardworking for becoming successful is *The Pursuit of Happyness*. The film tells about effort and hard work of the major character in order to be successful. *The Pursuit of Happyness* was directed by Gabriel Muccino, screenplay was written by Steve Conrad based on the same memoir which written by Chris Gardner and Quincy Troupe, produced by Will Smith, Todd Black, Jason Blumenthal, James Lassiter and Steve Tisch. The music of this movie was handled by Andrea Guerra, cinematography by Phedon Papamichael and editing by Hughes Winborne. *The Pursuit of Happyness* was released on December 15, 2006 in United States. This movie has duration 117 minutes.

This movie, *The Pursuit of Happyness*, have been studied by Anisa Septi Puspaningrum. The title of the study is “Chris Gardner Personality to Have a Better Life in Gabriel Muccino’s *the Pursuit of Happyness* movie (2006): A Psychoanalytic Approach. She describes and analyzes the personality of the major character, Chris Gardner to have a better life. The outcome of her study shows that the problem of the major character encounters causes of the conflict of his mental condition. Finally he gets happiness with all of his sacrifices.

Second study is “Chris Gardner Motivation in Striving for His Happiness as Seen in *The Pursuit of Happyness Film*” by Rani Herasih. She describes the personality of Chris Gardner, explains Chris Gardner motivation and finds out Chris Gardner’s obstruction in pursuing his happiness. She analyzes the motivation of Chris Gardner.

Different from the other studies, this study explains the need for hardworking of the major character, Chris Gardner, in order to be successful in Gabriele Muccino’s *the Pursuit of Happyness* by using individual psychological perspective.

According to Kennedy (1983: 45) the character of the movie can be described as “presumably an imagine person who inhabits in a story.” The character in the story has certain characteristic to the characters as characterization. This study focuses on the major character hardworking in order to be successful. Then, according to Koesnosoebroto (1988: 69) the major character itself is “the most important character in a story.” It means that major character take a part in most of the story. He or she becomes the central in the story.

According to Adler as quoted by Ryckman (1985: 95), individual psychology is “a science that attempts to understand the experiences and behavior of each person as an organized entity. He believed further that all actions are guided by a persons are fundamental attitude toward life.” He also said that the final goal of people struggle was “to be aggressive and all powerful, to dominate others. Human were seen as selfish and concerned with self-aggrandizement. The final goal is to be superior.”

The assumption of individual psychology can be presented in six basic concepts namely: inferiority feeling, striving for superiority, fictional finalism, social interest, style of life and creative power of the self.

Research Method

This study is categorized as qualitative research. The steps to conduct this research are determining the type of the study, determining the object of the study, determining data and data source, determining technique of data collection, and determining technique of data analysis.

The type of this study is qualitative study. Burns (2000: 14) stated about qualitative research that “qualitative reports are not presented as statistical summations, but rather in a more descriptive, narrative style.” That qualitative study gives the deeper understanding and meaning of the data because the writer will interpret the data in the form of description. This study analysis is revealed in the descriptive analysis. Then the object of this study is *the Pursuit of Happyness* movie directed by Gabriele Muccino in 2006

This study uses two sources of data namely primary and secondary data source. The primary data source is *the Pursuit of Happyness* movie directed by Gabriele Muccino. The secondary data are taken from other sources which are related to the primary data that support the analysis such as books of psychological theory, movie script, commentaries, and other relevant information.

The method of collecting data in this study is library research which is the using of texts or documents is important. Hodder, as quoted by Denzin and Lincoln (1994: 393), states that documents are “required more contextualized interpretation. It includes diaries, memos, letters, field notes, and so on.” The data that will be interpreted in this study is including the documents. It is because the data derives from field note by watching movie to get understanding of movie and determining the major character. Then it also derives from material books about psychology theories to interpret the major character. The steps of collecting data are: Watching the movie repeatedly to get a deep understanding, determining the major character that will be analyzed, reading some related books or other sources to find out the theory, data and information required, taking note in both primary and secondary data, giving marks to the particular parts which are considered important for the analysis, arranging and classifying the data into a good unit and develop it, drawing conclusion based on the analyzing data.

Research Finding and Discussion

Individual Psychological has a purpose to understand personal effort in order to achieve the life goal. Then the issue of this study, about the need for hardworking in order to be successful, is appropriate to be studied based on individual perspective. There are six basic principles of individual psychological perspective, namely inferiority feeling, striving for superiority, fictional finalism, social interest, style of life and creative power of the self. This study tries to discuss them and correlate all of them. Gabriele Muccino in *The Pursuit of Happyness* movie generally wants to express that someone who always works hard can reach his or her goal of life.

1. *Fictional Finalism*

Every step and move that people take are controlled by future goal which they made by themselves. When they take a step, they will look for the ways which guide them to their goal. It is an idea that influences their behavior. Their idea about a goal that they want to be reached is not exist in this world yet. It is still fictional or at the other word it does not exist yet. People will be guided by that goal in order to make it happened, to make it exist.

Adler, as quoted by Hjelle and Ziegler (1992: 154), states that in order to guide human behavior it is necessary to “created fictional final goals. These goals are ‘fictional’ because there are not necessary based on reality. Rather, they represent our ideas of what is possible based on our subjective interpretation of the world.”

The fictional Finalism of Chris Gardner in *the Pursuit of Happyness* is getting success. Happiness becomes the major character goal which he defines the happiness as a success. In Chris Gardner goal, success means he has a lot of money. In other word, he wants to be successful in the material side. When he has a lot of money, he can be happy and increases his social class in the society.

His fictional finalism appears when his family has no money. As a leader of the family, Chris has to earn much money in order to fulfill his family daily

need. This situation gets worse when Chris Gardner has to pay many claims. That is tax payment, apartment rent, parking ticket, etc. Chris needs a lot of money to pay all of that claims. Then he decides to earn much money to pay it all. He tries to look another job that he thinks can give much money. He wants to be a stockbroker, because he sees that all stockbrokers look happy furthermore he ever meets a stockbroker who drives a red Ferrari.

2. *Inferiority Feeling*

Someone will feel weak and incapable when there is a gap between his or her goal with the reality that he or she faces. There are so many problems that needed to be completed in order to be better than before or others. But there are some people who are unable to complete it. They feel that the problem or task is too hard to be mastered. That condition will create the human feeling, weak.

Adler, as quoted by Hall and Lindzey(1985: 147), states that inferiority feeling means “feeling weak and unskilled in the face of tasks that need to be completed. It is manifestation of individual consciousness due a condition, which is resulted from inability or imperfection feeling. This inferiority feeling is considered as a challenge to strive for the compensation of inferiority until psychological equilibrium is attained”

The first indicator of inferiority feeling appears when there is a gap between his goal and the reality that he faces. His goal is being successful in the material side. But the reality, Chris is still unable to reach his goal. He has to earn money by selling the Bone Density Scanner, but he does not sell it yet for awhile. It is so difficult time for Chris. He feels disappointed of himself. He feels weak and unable to reach his goal.

Second indicator of inferiority feeling appears when Chris Gardner joins in the internship program in Dean Witter. He hopes that he can get success and earn much money by joining the internship program. When he has a lot of money and good job position, he will be appreciated by others. But the reality does not

suitable with his goal. Chris joins in the internship program which can make him as a stockbroker, but he does not get payment during the program. Then he has to accept his manager treatment which makes him feel underrated and unappreciated. Chris feels that there is a wide gap between his goal and the reality that he faces at that time.

The third indicator of inferiority feeling appears when Chris becomes bankrupt. The government takes the tax payment from Chris bank account directly. He only has 21 dollars and 33 cents which is not enough to pay the room rent. Then, he becomes homeless and brings his son to the railway station. They spend a night in the railway station toilet. Chris feels so sad and weak to face the next day. How can he reach his goal, becomes reach person, with 21 dollars and 33 cents in his bank account. He feels that his dream so far away from him and it seems impossible to reach it when he looks the reality.

3. *Superiority Feeling*

It is natural that everybody wants to be capable when he or she feels incapable. Moreover, they want to be perfect as possible as they can when incompleteness feeling still exist. People will struggle to be better than before. There is a goal that want to be reached, so it will motivate them to strive harder in order to reach that goal.

According to Adler, as quoted by Feist (1985: 68), he states that striving for superiority refers to “the desire to be better than others. Each individual is forced by driving to be superior, powerful and regarded. This is the response of the feeling of inferiority. By inferiority feeling, person will make some efforts to cover it. Person will strive to cover their weakness to be perfect, superior and regarded. The one dynamic force behind the person’s activity is the striving for success or superiority.”

Chris Gardner’s goal becomes successful person in the material side. In other word, he wants to be a rich man and be appreciated by others. The first

indicator of striving superiority in order to reach his goal appears when Chris strives to sell the Bone Density Scanner. By selling that scanner, Chris hopes he can get much money than he sells ordinary scanner. He tries to sell that scanner from one hospital to another hospital. He never gives up even though it is hard to ensure the doctors to buy it because the price is expensive.

Second indicator of superiority feeling appears when Chris Gardner works hard in doing his job and always be tough and determinate in order to be accepted in Dean Witter as stockbroker. He joins in the six months internship program in Dean Witter without payment. So he only depends on the selling of his Bone Density Scanner to fulfill his daily need with Christopher. Even though without salary, Chris always works hard and does the job well. So he can get many clients for Dean Witter. The more clients that he gets, the more chances will he gets to be accepted as a stockbroker in Dean Witter. So he strives to get as many possible as client who can give much profit to the company. That is a way to reach his goal, always strives hard even though Chris faces difficult time. It never makes Chris giving up to continue his work. He strives to be the best than other 19 persons in the internship program, so he can be accepted as a stockbroker and become a rich person in the future.

He covers his weakness to be perfect in the way of works hard. Chris Gardner is a poor man who lives with his son. He always works hard in doing his job in order to cover his weakness and be successful in the material side.

4. Style of Life

People have different ways to complete the task or solve the problem. Their attitude will influence their way in order to reach the goal of life. Then every person has a different way in order to reach their goals.

Adler, as quoted by Feist (1985: 74), defines the term of style of life refers to “Style of life refers to the flavor of a person’s life. It includes not only the person’s goal but also self concept, feeling toward others and attitude toward the

world. It is the product of interaction of heredity, environment, and goal of success, social interest and creative power.”

The first indicator of style of life appears when Chris gets the payment of his Bone Density Scanner selling. Even though he has money, he never buys unnecessary things. He saves his money in his bank account, and he always be thrift. He wants to have much money, and be thrift as his life style in order to reach his goal. With be thrifty, Chris can save as much as money he can. So he will closer with his goal.

Second indicator of style of life reflects in characterization of Chris Gardner. He is a discipline person. Chris joins the internship program in Dean Witter. Time is the important thing in the work world, particularly as a stockbroker. He starts his work on time. He arranges the time well so he can use his time effectively when he works then he gets good result.

So it can be concluded that Chris Gardner is a discipline person who always takes the opportunities in order to reach his goal, successful in the material side. When he has much money and becomes rich person he can buy anything and live happily. Then he will be more appreciated by society. His life style will make him becomes closer to his goal.

5. Social Interest

Basically human is social creature which cannot life without other helps. The interaction with others in society will make them understand about their tasks as human and be able to survive in their life. Interaction with other people, particularly in the community with the same goal, will give motivation and encouragement in order to reach the goal of life.

Adler, as quoted by Hall and Lindzey (1981: 164), states that social interest is “true and inevitable compensation for all natural weakness of individual human being”. He also said that social interest means “a striving for a form of

community which must be thought of an everlasting, goal of others, we help ourselves toward the same goal” (Ryckman 1985: 96).

The first indicator of social interest appears when Chris joins the internship program, Dean Witter. Chris decides to join the Internship Program, Dean Witter. In that program, there are many people who have the same goal as Chris, be successful. They compete each other to get the first place, then that one person can be accepted as the stockbroker in Dean Witter. By joining the community with the same goal, it will make Chris Gardner encouraged and motivated to reach his goal.

The second indicator of social interest appears when Chris can make a good relationship with other employees in Dean Witter. He can prove that he can do his job well and proper to be considered as a stockbroker. He has kind and friendly personality which make him be trusted by others, particularly in Dean Witter. He also greets people that he knows kindly. By having good relationship with others, particularly people from Dean Witter, it will make his way to reach the goal easily. It is proven when Chris in a bad condition because the announcement day become closer, Jay Twistle comes to give him support and encouragement. It is a piece of caring to Chris Gardner goal and it makes Chris’ feeling better. He stays stronger to reach his goal, because there is person who supports and trusts him to reach his goal. It seems a new strength for Chris and it is one of values being in a community which has the same goal as Chris. So Chris can get motivation from that community, from his relationship with people in that community.

6. *Creative Power*

Creativity can be said human ability to solve the problem of life. Everyone has a unique way to solve it. It is called creative because people can use their idea to face every problem or task.

Adler, as quoted by Hjelle & Ziegler(1992: 150),states that “Everyone has various ways and strategies that are different from other, which are used to solve his problem of life. This different is what we called as the creative self of individual. Creative self itself means integration between inborn potential and environment influences, which leads to an action to solve any problem in his life.”

The first indicator of creative power appears when Chris always takes every opportunity which comes to him. He believes that opportunities will bring him closer to his goal, be successful in the material side. It can be seen when Chris takes the opportunity to join the internship program of Dean Witter so he can get a good position as a stockbroker. When he gets that good position, he will earn much money and live in the comfort house with Christopher. He can make his son happy when he has much money and he can be more appreciated by society. Then at the other scene, Chris asks to share the riding to Jay Twistle in order to discuss his application, because Jay is a busy man who is difficult to be met. That limited time is used by Chris to discuss his application and makes sure that he is a hardworking person who is proper to join in the internship program. Chris always takes the opportunities which can make him becomes closer to his goal, be successful.

The second indicator of creative power appears when Chris already joins in the internship program, Dean Witter. There are 20 persons, including Chris, who have to compete each other in order to get the first place as a stockbroker. Chris has Christopher, so he has to do the work in six hours what the others do in nine hours. This difficult situation motivates Chris to find the way to solve it. Then he has a creative way to solve it. Chris does not waste any time, because he does not hang up the phone between calls and he also does not drink water. So he can gain another few minutes a day. That creative way will bring Chris closer to his goal. He can manage the time in the difficult situation so he can use that time effectively and get the best result.

The third indicator of creative power appears when Chris already joins in the Internship program for two months but he does not get any client yet. With this situation, Chris comes up with a creative idea. While others call the clients one by one which do not care about the clients job, Chris tries to call a person who has a good job position and has million dollars for his pension. So he will get a valuable client with million dollars money pension and he will try to know his friend as well in order to pull them into Dean Witter. Through that way, Chris does not waste the time and he can get a valuable client with million dollars money pension.

From the explanation above it can be concluded that Chris Gardner uses some creative ways in order to solve the problem that he faces. It will help him to reach his goal.

Conclusion and Pedagogical Implication

Based on the a psychological analysis, *the Pursuit of Happyness* director, Gabriele Muccino, illustrates individual psychological phenomenon in which the major character always works hard to achieve his goal of life. In order to cover his inferiority feeling, Chris Gardner always strives to be better and use the creative power to solve the problem. His style of life and social interest will help him to reach his goal. He dedicates his life to reach his success. He believes that he can be happy when he can be successful in the material side. The writer concludes that in order to get success, people need to work hard. So the phenomenon of Chris Gardner' striving for superiority, creative way, social interest and style of life are in order to cover his inferiority feeling in order to reach his fictional finalism.

Related to the conclusion above, it is hoped it can give pedagogical implication such as:

1. The writer suggests to the other researchers can analyze this movie deeper from another issue and perspective. For example, the other researchers can analyze from psychoanalytic perspective which focuses on mental condition

of Chris Gardner in facing problem. Finally, the writer hopes that this research can contribute to the reader's reference.

2. The writer hopes the readers can take the message from this movie and also can take lesson from Chris Gardner personality.

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